

## Message Text

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PAGE 01 STATE 120658  
ORIGIN EB-08

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DOC/CIEPR:PCHRISTENSON  
AF/W:RKOTT

-----075551 112248Z /73

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FM SECSTATE WASHDC  
TO AMEMBASSY LAGOS PRIORITY  
INFO AMEMBASSY MONROVIA  
AMCONSUL IBADAN  
AMCONSUL KADUNA

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E.O. 11652: N/A

TAGS: EAIR, BTIO, BEXP, NI

SUBJECT: FMG DELEGATION TO VISIT US AIRCRAFT INDUSTRY

REF: LAGOS 5506

1. DEPARTMENT OFFICER CONTACTED THE GENERAL AVIATION  
MANUFACTURER'S ASSOCIATION (GAMA) CONCERNING THE  
PROPOSED VISIT OF DR. T.A. ILORI AND MR. F.A. AKINTILO,  
TWO OFFICIALS FROM THE NIGERIAN INSTITUTE OF SOCIAL  
AND ECONOMIC RESEARCH (NISER). GAMA, WHICH INCLUDES

AMONG ITS MEMBERS SUCH AIRCRAFT MANUFACTURING COMPANIES  
AS CESSNA, BEECHCRAFT, GATES LEARJET, PIPER AND  
SWEARINGEN, WILL BE PLEASED TO MEET WITH THESE GENTLEMEN.

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2. HOWEVER, GAMA IS UNABLE AT THE MOMENT TO SUGGEST A

PROPOSED ITINERARY WITHIN THE U.S. TO MEET WITH OFFICIALS  
FROM ANY OF THEIR MEMBER FIRMS. THEY WILL NOTIFY  
THE DEPARTMENT AS SOON AS THEY HAVE CONTACTED THOSE  
FIRMS WHICH MANUFACTURE AIR CRAFT COMPARABLE TO THE  
ONE SPECIFIED IN PARA TWO REFTEL AND HAVE IDENTIFIED

FROM AMONG THEM WHICH ONES ARE INTERESTED IN DISCUSSING

A POSSIBLE JOINT AIRCRAFT MANUFACTURING OR ASSEMBLY VENTURE.

3. BEGIN LIMITED OFFICIAL USE. FYI: GAMA BELIEVES THAT ONLY A "KIT ASSEMBLY" RATHER THAN AN "AIRCRAFT MANUFACTURING" PLANT IS WITHIN THE REALM OF REALISTIC POSSIBILITY. HOWEVER, SINCE THESE "KITS" WILL BE IMPORTED AND, AT LEAST IN THE NEAR TERM, ASSEMBLED BY MOSTLY NON-NIGERIAN LABOR, THEY FEEL THE RESULTANT AIRCRAFT WILL BE MORE EXPENSIVE AND THEREFORE LESS COMPETITIVE THAN IF IT WERE IMPORTED INTACT.

4. COMMENT: IN ADDITION TO THE ABOVE CONCERN, GAMA IS FURTHER TROUBLED WITH THE NISER PROPOSAL, FOR A COROLLARY BUT NO LESS IMPORTANT CONCERN TO THEM IS HOW SEVERE WILL THE EXISTING NIGERIAN AIRCRAFT IMPORT RESTRICTIONS BECOME FOLLOWING "PRODUCTION" OF AN AIRCRAFT IN NIGERIA. WHILE THEY ARE PLEASED WITH THE PROSPECT OF ONE OF THEIR FIRMS ACQUIRING AN AFRICAN BASE, THEY ARE CONCERNED THAT IF ONE DOES, IT WILL RESULT IN THE COMPLETE EXCLUSION OF ALL OTHERS FROM WHAT THEY VIEW AS A POTENTIALLY GOOD NIGERIAN MARKET. UNDERSTANDABLY, GAMA IS SENSITIVE TO THIS DEVELOPMENT PATH, FOR TWO COUNTRIES WHO HAVE RECENTLY TRAVELED THIS LIMITED OFFICIAL USE

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WAY, BRAZIL AND THE PHILIPPINES, HAVE VIRTUALLY CEASED IMPORTING US MADE AIRCRAFT. CONSEQUENTLY, IT IS DOUBTFUL THAT THE NISER OFFICIALS PROPOSAL WILL BE ENTHUSIASTICALLY EMBRACED BY GAMA. END LIMITED OFFICIAL USE. VANCE

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NNN

## Message Attributes

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**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AEROSPACE INDUSTRY, VISITS, STUDIES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 may 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE120658  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** JMROBERTS:LR  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Subject:** FMG DELEGATION TO VISIT US AIRCRAFT INDUSTRY  
**TAGS:** EAIR, BTIO, BEXP, NI, NISER, NIGERIAN INST OF SOCIAL & ECON RSCH  
**To:** LAGOS  
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**Review Markings:**  
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